

OIL NOTES

The Wonder City and Its Chamber of Commerce

(By COL. H. A. REEVE)

Tulsa has been designated the Wonder City. It is the Wonder City, because it has done wonderful things in a wonderful way. With its modern foreign and enterprise, it has resolved to establish the modern Chamber of Commerce in the United States. It has gone about the work in a systematic way. It has employed high character to make a survey of the work being done by the principal chambers of commerce of the country, and based on this report it has adopted the most modern, practical and efficient of methods embodied in all of them.

It is popularized its membership, democratizing its organization, and so departmentizing its work as to afford an opportunity for every man and woman to have an active part in city building. It is planning an enrollment of 50,000 men and 50,000 women, and this enrollment is being rapidly secured. It is organizing a whole city to work for itself. The motto adopted is "Better and bigger Tulsa." It is not only working for bigger things, but working for better things.

Tulsa is properly called the oil capital of the world. Oil is her dominating industry. The far-sighted men of the Wonder City appreciate that great cities are built by taking advantage of that period of their existence when a great dominating industry is furnishing capital, employment, on which to build. Tulsa is out for diversified industries. It is getting them very rapidly. It expects to continue to be the oil capital of the world, and offers every encouragement to the oil men. It does not, however, rely on one industry, but is rapidly forging ahead with the view of becoming the industrial center of the southwest.

Possibly no other city in the world has the wonderful opportunities for industrial development as that possessed by Tulsa. It has an abundance of cheap fuel gas and coal. When the gas is gone, an abundance of coal is at her doors, easily mined and of splendid quality.

Tulsa has splendid transportation facilities. These are planned for rapid expansion. She has ideal locations for industrial plants; a large stream of water for disposal of industrial wastes, and is bringing to her door an inexhaustible supply of crystal water. Above all, Tulsa possesses a hospitality which immediately grasps the visitor and quickly induces him to join forces with those fortunate ones who have preceded him.

Tulsa has splendid natural resources within easy reach—lead, zinc, chafe, marble, wood, etc., waiting to be converted by Tulsa industries into finished products. All eyes are on Tulsa—the coming manufacturing and distributing point for the Southwestern Empire. Her goal is 250,000 by 1930 and 500,000 by 1940. This is an ambitious program, but Tulsa has the men and resources to put it across. Again—Keep your eyes on Tulsa.

Vote for 1922 I.O.M.A. Convention in Tulsa

An Expert Opinion as to the Requirements for 1922

Myers Gross, well known sales manager for the Pacific Oil & Refining Company, at Wichita, and perhaps as well known as any man in the business, has the following to say in regard to the situation in 1922. It is of the utmost importance to marketers everywhere, and should be made the paramount question before the convention.

Your question about the refined oil situation in 1922 is one that causes one to hesitate before answering, not that it is hard to do, but because all hope has been spent these last two years, and to venture a prediction might cause one to think such a prophet, like we used to say of the one who attempted to predict Oklahoma weather, either a fool or a stranger. However, according to my method of reasoning, I only see a big lining for the refiners within the next few months. I base this conclusion on certain facts about as follows:

"In this territory, gasoline is the real basic product and by referring to the figures before me and based by the department of interior, I note that on August 1 there was 413,000,000 gallons of gasoline in storage in the United States, and of this amount 79,000,000 is held in the states of Oklahoma and Kansas and 77,000,000 held in Texas. We all know that a very large per cent of the independent jobbers trade lean on the refiners of Oklahoma, Kansas and Texas, especially the former two, for their source of supply, and as a result this gasoline in storage in these states cannot go for next summer, especially since the demand this winter will be a more regular one owing to the hard to mouth buying policy of practically all jobbers this summer. I have consulted some refiners and find none with any quantity of gasoline on hand at this time, and as a result of that situation I am about half convinced that this old story about the vast amount of gasoline in storage is all a myth, and most certainly the larger part of all that held by the big interests who anticipate something later. You can draw your own conclusions.

"The jobbers' storage is as low as it has been in years, I am sure, and I believe that I could today select a dozen of Iowa jobbers alone who can receive 2,000 carloads of gasoline in their regular storage, and even then not have on hand the large stocks they once carried.

"The gloomy situation is all in the minds of those who refuse to see any sunshine no matter how hard it tries to shine. If 80 per cent of all the automobiles in the United States were to take four fills of ten gallons each the entire surplus of gasoline would be exhausted.

"It is possible I am a bit too optimistic, but really I cannot see all this sob stuff so many are spilling wherever they can get one to listen.

"Will see you in Chicago next week. Sincerely yours, MYERS GROSS."

Franco-Belge des Patroles

The Trust Franco-Belge des Patroles has obtained permission to build pipe lines on both sides of the railway from Vladikavkaz-Nororinsk and Gromy-Vladikavkaz.

Wortham Pool Attracting International Interest

WORTHAM, Texas, Oct. 9.—From all indications a battle of nations for the oil of the Wortham pool is about to be staged. This was evidenced by the entry of a Japanese-American company into the field, headed by J. A. Dickey, H. K. Aizawa and H. Shima, who acquired 247 acres of the J. Longbottom farm on the outskirts of Wortham. It is understood that this company will carry on an extensive drilling campaign, the derrick now being completed for their No. 1 well, which they expect to spend in within the next few days.

Another foreign company to enter this field is the Anglo-American corporation of London, headed by who it is understood, have acquired considerable acreage for development. This company does not deal in acreage or leases, confining its efforts entirely to developing. It is also understood that the Dutch Shell company has acquired considerable acreage in this territory.

Pacific Oil

(Wall Street Journal.) At the first annual meeting of the Pacific Oil company of Delaware, C. A. Peabody, Samuel H. and Paul Shoup were unanimously re-elected directors to serve for three years.

The three directors re-elected comprise class number one of a total of nine directors, divided into three classes, each class to expire annually. There were voted 2,713,612 shares of stock, 77,703 per cent outstanding. The Pacific Oil company of Delaware was organized December 2, 1920. Today it has 17,000 stockholders.

Refined Product Market in Germany

(From the New York Journal of Commerce.) Markets for oil in Germany have been extremely low of late, according to report by Consul General William Coffin of Berlin. Kerosene prices have declined one mark since July and is now being sold throughout that country from 5.30 to 5.50 marks per liter, although it is stated that the reduced price has not affected public consumption to any extent.

Gasoline prices vary from 7 to 7.50 marks per kilo. Gasoline imported from the Rumanian fields are reported to be consumed almost entirely in Bavaria, very little Gallia gasoline being imported into Germany since the difficulties in Rumania began. Local refineries have not yet reached their normal production of gasoline.

Upper Rumania has shipments of benzol to Germany, as a result of which the benzol market in Germany has been short of supplies, the stock on hand being sold first to persons who desire fuel for industrial purposes. There is a stock of paraffine oil on hand amounting to 20,000 tons.

Lightning was the cause of the disastrous blaze. Fire insurance was carried in the Oil Insurance association.

Texas Oil Loss Over-estimated

The recent loss by fire in the Magnolia Oil company's plant at Magnolia, Texas, reported at first at \$1,000,000, will not be as heavy as first reported, it is now learned, and may not exceed \$100,000.

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San Francisco—1041 Monadnock Bldg.
New Orleans—1107 Carondelet Bldg.
New York—60 Wall Street

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